

JANUARY • FEBRUARY: 1958, Vol. 4, No. 1

**NCRS**

# THE *Camera Craftsman*

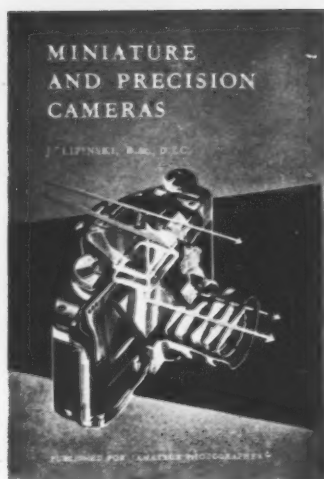
PUBLISHED BY: NATIONAL CAMERA REPAIR SCHOOL

ENGLEWOOD COLORADO



## **IN THIS ISSUE:**

- CAMERA REPAIR GET-TOGETHER IN CHICAGO
- MPDFA'S "MAY TIME IS PICTURE TIME"



## MINIATURE AND PRECISION CAMERAS

by J. LIPINSKY

A detailed and thorough study from an engineering point of view of the mechanism and problems involved in the design of modern precision cameras. A technical work for those whose work requires unconventional uses of their cameras. Of particular interest to manufacturers, as well as professional photographers, camera repair men, etc. 300 pgs. 8 1/2 x 5 1/2". 344 illustrations.

\$7.95



**MORRIS S-E TAP & DIE SET**  
ITEMS: 95-40 0-40 1-72 S-34

Here is a set of precision tools that any hobbyist or tool maker would be proud to own. Set is put up in a fabric lined metal case with spring hinged cover. Tools are held in a wood block base. Taps are contained in the hollow handle of the holder.

**CONTENTS:** 4 Taps, 4 Dies, 1 E-Z Tap & Die Holder, 4 Springs, 1 Set Screw Wrench  
Price Complete, \$13.50

# THE CAMERA CRAFTSMAN

Vol. 4 Published for students, graduates and friends of the  
No. 1 National Camera Repair School

JANUARY  
FEBRUARY  
1958

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## THIS MONTH'S COVER:

Mr. Russel E. Smith is shown at work in his ServiShop in Findlay, Ohio. The well equipped workbench is an indication of the good service available here.



## STAFF

CLAIR H. SCHMITT ..... EDITOR  
THOMAS SHEVLIN ..... ART DIRECTOR  
FRANK H. CURTIS ..... ADVERTISING MANAGER  
GLENN M. WALTERS ..... PRODUCTION MANAGER

## The Director's Viewpoint

By SAMUEL L. LOVE



Fortunately, the United States has always been, still is and likely will remain a country where change is the normal way to do things. The growth of our nation is due to the willingness of its citizens not only to accept changes but to force them.

There is little question that the supermarket and the discount house are the product of emphasis on merchandising change. With manufacturers spending fantastic sums to advertise their products on a vast scale, certain products demand little in the way of aggressive salesmanship at the point of sale. To many observers, the small retailer . . . the independent merchant . . . has appeared to be fighting a losing battle. Only a few years back, a popular prediction was to forecast the entire disappearance of small retail specialty stores so familiar to us now. The fabulous rise of discount houses seemed to bear out these prognostications.

Today, however, a new realization is growing among manufacturers in many fields. Philip Gustafson, in an article in December's Nation's Business Magazine, pointed out a number of the fields in which personal selling by independent merchants is vital. Manufacturers and wholesalers are slowly coming around to a new viewpoint in these specific instances. They're discovering that they must do more than place the name and virtues of the product before the public so repeatedly that the purchase would be made from anyone who simply displays the well-known trademark.

The fields of watch and jewelry sales, hardware and drug sales were emphasized in Nation's Business, but mention of the photographic field was conspicuous by its absence. That this may have been an oversight becomes clear when the reasons behind the need for personal selling were listed. According

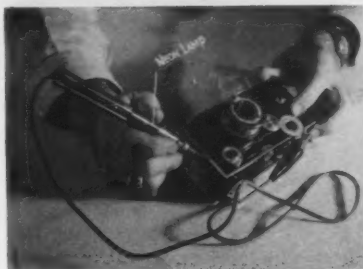
Mr. Gustafson, "People will buy from (a specialty dealer), often overlooking a price differential . . . where they don't have knowledge of the product . . . in cases where operating troubles can develop . . . an item which the customer has to be shown how to operate . . . items on which the customer needs help in choosing a particular type for a particular use . . . items where special professional skill is needed for selection or maintenance . . ."

These are so obviously applicable to photographic equipment retailing and camera repairing

(Con't Page 4)

## CIRCUITRACER

*A small dependable rugged tester*



● ● ●

An easy to use, inexpensive electric circuit tester especially adaptable for camera repair work. It is capable of locating and identifying dead or live circuits of any voltage, fast.

- Checks electric photo-flash circuits
- Analyzes breaks and high resistance joints
- Tests flash wiring for breaks or bad connections

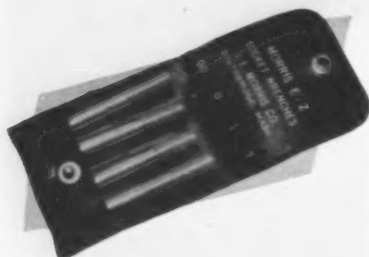
Put this handy unit into your carryout case or pocket for quick tests anywhere. Tested and approved for camera repair by "National ServiShops"

\$4.50

A ServiShops Product

National Camera Repair School  
Englewood, Colo., U.S.A.

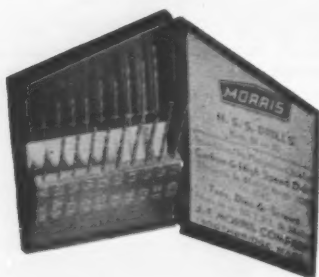
## SPECIAL TOOLS FOR YOUR SHOP



### S-E SOCKET WRENCHES

An easy-to-use variety of light weight aluminum for Atomic Hex Screws and Nuts. Design permits reaching hard-to-get-at places.

SIZES: 60, 6, 1, 2, each \$ .75  
Set of 4 in Plastic Case 3.35



### SPEDLIGHT BRASS DRILLS

As specialists in small tools, we offer the hobbyist and interested motor spirit delivery on finest quality brass drills in small, readily hand-to-get sizes. Stock includes all numbered sizes from 37 to 80. Other small drills in numbered, fractional and millimeter sizes can be supplied on short notice. Carbon steel drills are priced below. High speed steel quoted on request.

Nos. 37 to 60, 6 1/2 mm, each \$ .35  
Nos. 61 to 70, each .35  
Nos. 71 to 80, each .45  
Set Nos. 61-80 in Metal Case 6.50



## Director's Viewpoint (con't)

that every photo retailer, repairman and manufacturer should examine the manner in which they fit his future merchandising plans. Thruout the entire well-organized article, the implication that service is a vital part of the retailer's function is outstanding. Mr. Gustafson says, "In any products where operating troubles develop, service is one of the personal service retailer's best assets."

No dealer should be without either his own service department or a well-defined association with a qualified camera repairman. In time to come, as both manufacturers and the consumer accept more firmly the fact that certain products are best purchased from a specialized merchant, you, the Camera Craftsman, will grow in stature as an even more vital link in the distribution chain for photographic merchandise.

## ODDLY ENOUGH

by WALDMAN

**FOR SAFETY'S SAKE  
ROMAN LAW DECREED  
NO CHARIOT  
SHOULD BE DRIVEN  
"FASTER THAN A  
DAME CAN FLEE."**

**AUTO TRIM  
OF INDESTRUCTIBLE  
STAINLESS STEEL  
GIVES NOT JUST BEAUTY  
BUT SAFETY TOO.  
IT ALSO  
PROTECTS THE CAR  
FROM DENTS AND SCRATCHES  
AND IS HIGHLY VISIBLE  
AT NIGHT!**

**AN OLD KANSAS LAW  
PROHIBITED NIGHT DRIVING  
"EXCEPT IN SUCH VEHICLES  
AS ARE EQUIPPED WITH TWO  
LANTERNS IN THE REAR AND  
THREE ON EACH SIDE, SAID  
VEHICLES TO BE PRECEDED  
BY A  
HERALD ON FOOT!"**

## Reports FROM THE CRAFTSMEN

I am presently, and hope to continue doing so, taking work from dealers. This accounts for about 95% of my volume. I like this method and I feel that it allows me to take on more work for a given period of time.

The majority of my work comes from one dealer who accepts work showing the customer that I am doing the work as a service of the store. Thus far, in this city everything comes through this outlet which keeps me busy in my spare time. Some work comes in from private individuals. The camera store averages about ten to fifteen jobs a week ranging from tripod heads and box cameras to synch installations.

Ed Tarbell  
Holoman AFB, New Mexico

This week I've picked up 24 cameras and have many left from my last week pickups. This is developing into a rather time consuming proposition, plans are underway to expand my area of operation. As soon as I complete the course, I plan to train an additional man or woman to make this a really full time proposition.

Might be interesting to know that since last month my income has doubled on repair work, but the amount of work involved has been about halved. This can be attributed to working on more heavier jobs. To begin the New Year I have five minor repairs waiting and more on the way. And this is on still cameras only. Once I start on movie projectors and cameras and sound systems, things will be better yet.

Bob Blesener  
Minot, North Dakota

My present business includes maintaining the 30 odd cameras and equipment of my office and taking care of the dealer in my locality and possibly another in prospect, until such time as I can devote all my time to repairs -- after retirement.

My earnings from these sources average \$25 a week, taking about 8 to 10 hours of time.

Ed Cantin  
Slingsland, New York

With my background in the School I have secured a job, part-time, repairing cameras.

Henry R. Spencer  
Buffalo, New York

## New TOOL CHESTS

**\$15.50**

LOCK  
Nickel plated  
snap type locks



DRAWER SLIDE  
Strong compound drawer slide  
with positive stop and patented  
spring release.

LIFT-OUT TRAY  
Will fit at either end of  
top drawer, 16 compartments,  
each 1-12/16 x 1-12/16 x 1/8,  
provide filing space for small  
items.



Combining all of the convenience of a tool or die makers chest plus ease in carrying, number 2020 presents a new concept in hand carried tool boxes. The drawer arrangement permits use in restricted area where space does not allow the opening of more conventional type boxes. Especially useful for the service mechanic. Suitable for the home workshop. Finished in dark brown baked enamel with contrasting tan on drawers.

STYLE NO.	DIMENSIONS		
	L.	W.	H.
2020	20	8 $\frac{1}{4}$	6 $\frac{1}{4}$
Top Drawer	18 $\frac{1}{2}$	8	1-15/16
Lower Drawer	18 $\frac{1}{2}$	8	2-13/16
NET WEIGHT	SHIPPING WEIGHT		
	ONE TO CARTON		
15 lbs.	17 lbs.		
Top drawer has 12 permanent compartments 2 $\frac{1}{4}$ x 2 x $\frac{1}{8}$ plus 2 removable partitions.			

A ServiShops Product

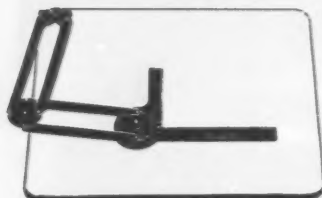
National Camera Repair School  
Englewood, Calif. U.S.A.



## draftette

a portable drafting instrument  
made of sturdy anodized aluminum  
designed for: **sketching**

**drawing**  
**drafting, etc.**



PRICE  
ONLY **\$4.95**

Instrument only....  
Complete with 10x12" drawing board \$5.95  
Complete with 11x17" drawing board \$6.50

check these features ✓

- 1 **QUALITY**—All aluminum construction—available in jet black—modified with glossing, white-filled numbers and letters.
- 2 **ECONOMY**—Costs much less than other drafting machines—you can afford one for home, use for office, shop, school or field.
- 3 **PRECISION**—All scales machine calibrated to  $\pm .0005$  of an inch—scientifically engineered to retain its original accuracy, with 180 degree protector.
- 4 **RUGGEDNESS**—Not a gadget—draftette is a sturdily constructed instrument that will withstand hard normal use indefinitely.
- 5 **COMPACTNESS**—Draftette (without board) folds like a jackknife... slips into drawer, pocket or suitcase. Draftette instrument complete with Draftette board also fits into briefcase, ready for use anytime, anywhere.

**A Servis Shops Product**

National Camera Repair School  
Englewood, Colo., U.S.A.

## What Do You Think?

**NATIONAL CAMERA REPAIR SCHOOL**  
Englewood  
Colorado

It has occurred to us that there should be a demand among camera repairmen for a sort of post-graduate course or bulletin service in which some of the popular foreign cameras are treated in detail.

Most of us probably subscribe to manufacturer service bulletins that adequately cover the domestic field, and, to a lesser extent, some foreign cameras, but there is a lack of concise information on many others.

We, for one, would be interested in service and parts information on the higher quality cameras of the 35mm type. Parts lists, with numbers and sources of supply would be particularly helpful.

What do you think?

**CAMERA RESEARCH**  
Pierce J. Aubry  
Tulsa, Oklahoma

Dear Mr. Aubry:

Thank you for your interesting letter suggesting some of the needs in repair information for existing shops like yours.

There is no question but that such information would be useful. Indeed, the School has such a program scheduled for future development. Right now we are still concerned with perfecting the NCRS system that provides basic information to both new and experienced camera repairmen who want a good formal education behind them.

You may or may not be aware that many camera repairmen are studying with NCRS in order to gain the generalized formal training that will aid them in working on any camera or piece of photo equipment, regardless of whether there is specific information available on that particular equipment or not.

There is another factor that you should consider. When a manufacturer supplies you with information on his own equipment, you are really getting a bargain. The manufacturer is sharing the cost of supplying that information in order to gain the advantage of having repair shops scattered across the country, with the information available. On the other hand, when a private school engages in such a project, it must be paid for entirely by the subscriber: YOU. This means that you might have to pay as much for information on a single camera as you would pay for a whole year's subscription to material provided by some major manufacturer. This is a basic economic fact which might be difficult to put across initially.

Your idea is good! NCRS is anxious to do every thing possible to improve the camera repair field.

Perhaps we'll publish your letter and this answer in the Camera Craftsman and invite other repair shops to comment. Let's discover just how valuable such a service would be, shall we?

Samuel L. Love, Director  
Repairmen! Let's hear from YOU! (Ed)

## This ServiShops

BUSINESS ...

By Clair Schmitt



Hmmm --- SO THAT'S HOW HE DOES IT

"My shop is in my basement, so I don't have to pay rent. I have to heat the house anyway, so I don't pay for heat. The little extra electricity I use doesn't amount to much since I don't have many power tools. My wife cleans the shop and answers the phone, and I do all the shipping and delivering myself so I don't have to pay any salaries. I don't have to add a profit because I pay myself for working and why should I get paid and also make a profit.

"I only order parts when I need them - why clutter up my shop with stuff I'm not using - the customers are used to waiting for get things fixed, parts bins cost money.

"The few pieces of equipment I have were depreciated years ago so I don't charge for depreciation. I don't keep records of jobs, I can remember the cameras I fix. I don't even need tags on them -- the customer knows his own camera. I don't need a bank account, I put all the money in my pocket and pay bills out of it as they come in. If there is any left at the end of the week I put it in an old film-can to use the weeks I run short.

"I don't belong to any trade organizations; they're a waste of time and money. While my competitors are at a meeting and eating together, I'm busy fixing cameras -- can't take time to stop -- have too much to do.

"There's no need to advertise. With my prices, I get all the work I can handle. It seems as if the cheaper I do a job, the more business I have. I'm so busy I don't have time to play with my children or take my wife out on Saturday night.

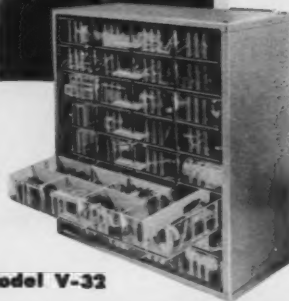
"Of course, I don't let anyone, especially my competitors visit my shop. They might learn how I do jobs faster and cheaper.

"I'd like to buy a new test instrument, and if I work while I eat lunch I could earn enough for the payments, but they want 10% down and the film-can never has that much in it at one time."

Will Undercharge



\$8.78



Model V-32

## MADE FOR STORING SMALL PARTS

You will be delighted with the beauty, durability and compactness of HAZ-BIN STORAGE CABINETS and the way they will save you time, simplify your inventory, save space and enhance the appearance of your shop, factory, home, office, display counter, etc. Contents fully visible, dustproof, and orderly indexed. No other cabinet built has so many desirable features. No other cabinet is so reasonable in price.

All models safely shipped in floating type cartons, fully assembled, and ready-to-use. Price includes complete set of drawer front labels, drawer dividers, and rubber feet. If not completely satisfied, simply return in 10 days without explanation for full refund.

**ServiShops Product**

National Camera Repair School  
Englewood, Colo., U.S.A.

# Camera Repairman's HANDBOOK



Whether you run a camera repair shop, operate a Photo Supply Store or just like cameras, you will find valuable information in this concise volume, Have everything at your finger tips.

This edition contains a great variety of valuable technical data for all types of cameras and it's equipment, needed by the repairman in his daily operation.

B-751-1 Paper bound - \$5.95

B-751-2 Cloth Bound - \$7.50 Bound

- FORMULAE:
- STANDARDS:
- SHOP RECIPES:
- SHOP PRACTICES:
- CONVERSION TABLES:
- PHOTOGRAPHIC DATA:

Compiled and Edited by the NCIS Staff



## What Free Enterprise Does For Us . . .

We Americans earn our living, as everyone knows, within a system called free enterprise. This is one of those familiar terms few of us ever bother to analyze. What is free enterprise and what does it do?

Loosely, free enterprise is the right of a man to go into any business he chooses; build up a product or service and try to sell it. But that's only half the story. Free enterprise also means your right, as a prospective buyer, to accept or reject any product or service offered.

Free enterprise - alone among economic systems - means that the person who has something to sell, and the person who is in the market to buy, meet on terms of equality and freedom, without compulsion or interference so long as common laws of justice and decency are observed.

Free enterprise is the right of all who live within it to offer whatever they have created - whether products or skills - to other individuals, who are just as free to take them or pass them up.

What does free enterprise do? It brings out the best of our abilities, for two reasons. First, it assumes that people want more than a bare, bleak existence, and are willing to work for better lives when given the opportunity.

Second, free enterprise is competitive - quite necessarily. Having to compete is no bed of roses. But the right to compete is one which we wouldn't want to lose. It would be losing all opportunity and freedom itself.

Only competition breeds champions, in sports, industry, or anywhere. Because of competition, the typical American company has to be efficient. It must earn profits for growth and for payment to investors. Should it fail to do any of these, it can not stay in business.

Free enterprise is not perfect, as mankind is not perfect. But free enterprise gives full scope to many of man's highest virtues: his imagination, inventive genius, the courage to try unknown paths; his self-reliance, capacity for work, and determination to build a better world.

"Technical training is important but it accounts for less than 20% of one's success. More than 80% is due to the development of one's personal qualities, such as initiative, thoroughness, concentration, decision, adaptability, organizing ability, observation, industry and leadership."

Dr. G. P. Koch



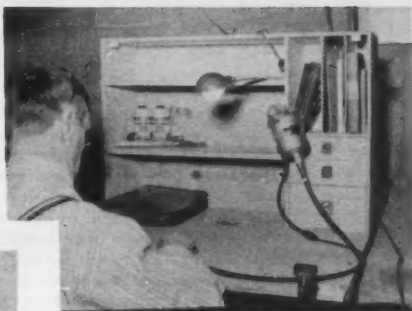
# SHOP SHOTS

HERE'S WHERE SERVISHOP CRAFTSMEN LEARN AND EARN  
Made a change in your shop lately? Make a quick picture  
or two and send them in Share your ideas.

Charles Attaway  
Bisbee, Arizona



Arthur A. Hemler  
Anaheim, California



Grover L. Erbaugh  
Dayton, Ohio

Horst Junger  
Toronto, Canada



Robert G. Johnson  
Indianapolis, Indiana



Daniel T. Char  
Honolulu, T.H.



## May Time is Picture Time!

"Life Merchandising" department of Life Magazine has added its momentum to "MAY TIME IS PICTURE TIME"; one of three major accelerations within a week as this first annual photo industry impact promotion shifted into high gear. The Master Photo Dealer's and Finishers' Association will now produce "MAY TIME IS PICTURE TIME" as a service to the industry in co-operation with Life Merchandising; it will be an "Advertised in Life" project.

In addition Bozell and Jacobs, Inc., the advertising agency that produces the extremely successful "Hardware Week" promotion, has been engaged by the Masters Association to stage "May Time Is Picture Time".

While the project is an annual promotion of the Master Photo Dealers' & Finishers' Association, it will be open to the entire industry. In this way firms at any level or classification can tie into the project and thus make an even greater impact upon the public. Essentially, the promotion's aim is to get more people to take more pictures -- earlier -- and thus fill the gap between Easter season and vacation time; a gap which exists in most of the country during late April and the month of May. All dealers, or groups of dealers, or groups of photo finishers, are encouraged to work out any merchandising plans which they feel will be successful at the local level, and tie them into the promotion.

From preliminary plans, it is confidently expected that every firm in the photo business will get direct benefit from this promotion.



### New! INSTRUMENT REPAIR TOOL KIT

F. H. Curtis, Manager of National Camera ServiShops Supply, has announced the introduction of a new instrument repair tool kit. This is a comprehensive assortment of small tools, developed by NCRS in cooperation with Air Force repair centers, to fill the needs of individual craftsmen in the camera and instrument repair fields. Research leading to the devel-

opment of specialized kits of tools for instrument, optical and photo equipment repair is regularly carried out, to better equip the repairman.



The tools included in this kit are housed in a unique portable cabinet, having an attractive brown wrinkle finish. The all-metal chest includes two slide-out, suspension drawers with dividers and removable parts tray. While being convenient to work from and carry, the cabinet makes an attractive and useful bench-top accessory, as well.

Over a hundred tools are included in the kit, ranging from fine small hand tools like needle files, precision pliers and a soldering gun, to specialized items like an adjustable spanner wrench, miniature socket wrenches and a lens brush. Each tool was carefully chosen for maximum usefulness and value to technicians who work on photographic apparatus and optical instruments. Forming an ideal assortment for a new repair department, this well planned tool outfit also makes a fine "carry-out" tool kit for the repairman with out-of-shop assignments.

The kit is priced at \$99.50 FOB Englewood. They may be ordered direct from the National Camera ServiShops Supply Department, Englewood, Colorado.

### PROFESSIONAL PHOTO ENGINEERING SOCIETIES OPEN TO STUDENTS

Most of us realize that one rewarding activity in life is the continuance of learning - with never a need to stop. There are many ways to learn more about the field in which you are interested or working. Probably one of the best is to pay close attention to the procedures and publications of technical and professional groups

related to your field.

On a high technological level are two engineering societies, the Society of Motion Picture and Television Engineers (SMPTE) and The Society of Photographic Engineers and Scientists (SPSE). The purpose of these groups is to foster the advancement of photography, both still and motion picture, and their relationships to engineering and science in general, through the encouragement of investigation and application of science to the photographic fields. Each publishes regular journals of great technical and scientific value.

As a reader of this paper, you may be eligible for membership in these organizations, either as a student of a technical School or by virtue of your own achievements. Applications for membership to either or both of these professional societies are on file and available from NCRS.

## CAMERA REPAIR GET-TOGETHER IN CHICAGO

Plans are almost complete for a dinner meeting to be held at the Conrad Hilton Hotel on Wednesday, March 19. You who intend visiting Chicago for the Master Photo Dealers' and Finishers' Association convention can use this opportunity to meet and talk with others having similar interests.

In cooperation with the MPDFA, the meeting has been scheduled as a dinner, starting at 6:00 P.M., in order to avoid any conflict with other convention activities.

Early indications point to a good-sized group anxious to join in a meeting covering several popular subjects. Although plans are not final, tentatively scheduled is a speaker in addition to a discussion on camera repair pricing practices.

If you have already indicated your intention to be present, a place will be held for you. You need not write again. However, if you have not so indicated and would like to be a part of the group, please write to let us know how many places you'd like to reserve.

This promises to be an opportunity for plain good fellowship as well as a chance to air your views on current camera repair problems. The dinner meeting will be open to all repairmen, students, their wives and guests, as well as others interested in the camera repair field.

## NGRS STOCKHOLDERS MEETING HELD

S.L. Love, Director of the National Camera Repair School, Inc., reported results of the annual meeting of the stockholders of the Corporation and of the first meeting of the newly elected Board of Directors.

The largest group of NCRS stockholders ever to gather at an annual meeting elected B.F. Napheys, C.R. Bernard, and S.L. Love, Directors for 1958.

The group took the opportunity to tour the School, noting with especial interest the increases in facilities that had taken place during 1957.

In the annual reports, one theme received important emphasis. There is an increasing awareness among dealers, manufacturers and others in the photographic industry, of the close relationship that should exist between merchandising and service in photography.

An optimistic feeling prevailed, pointing toward 1958 as a year of great promise in photography and its service fields. The National Camera Repair School and the photographic industry as a whole should see new highs in the concept of unified service and sales.



By mail it's still  
P.O. BOX 174  
or just.....

# National Camera's

TELEPHONE SERVICE HAS BEEN INCREASED

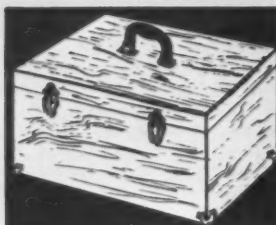
To provide this better SERVICE, The Telephone Company has changed the NUMBER to:

## SUnset 9-1893

## ENGLEWOOD, COLORADO, U.S.A.

Protect your customers' camera from heat and shock with this sturdy...

## CAMERA CARRYING CASE



- Made of rugged 3/8" plywood.
- Hardware is heavy duty.
- Heavy luggage-type handle.
- Corners protected with metal.
- Lined throughout with sponge rubber.
- Has 2 turnbuckle catches.
- Inside dimensions - 18-3/4" long, 10-1/2" wide, 8-3/4" deep.
- Finished in beautiful clear lacquer.

A BARGAIN AT. **\$10.75**

## MODEL 00

## arbor press

Designed for light production and assembly work, this model has a large opening in base for arbor work and is equipped with a slotted tableplate.

Presses up to 1 ton.



Price f.o.b. Denver **\$26.00**

## EXPERT CAMERA SERVICE

### SERVICESHOP SIGN

This colorful sign will tell your customers that you want their camera repair work. One sign is FREE. 25¢ in cash or stamps for handling and postage. This sign is done in eye-catching yellow, blue and black on a white background. Its size is 11 by 14 inches.

3 signs...\$3.00 - 5 signs...\$4.00 - 10 signs...\$8.00 each  
Cash with order please. Postage prepaid. No handling charge for your free sign if you order extras.



ILLUSTRATION CAMERA CRAFTSMAN



*Yours Truly  
Delphine*

Hi, Everyone ----

Well, here I am again and first of all I would like to thank you students for all the nice comment on my article in the last issue. I really appreciate it and I hope you will enjoy this little note as much as the last one. I will try to make it interesting for you so you won't get restless. O.K.?

As you have no doubt noticed already, I have a helper now. His name is Jocko and he is just dying to meet all of you nice people. I've told him how wonderful our students are and I think he's really going to enjoy working in Student Service. I don't know how much work he can help me with but at least he's going to help me write my article for this month. (Mostly monkey business!)



You know, I've always wanted a monkey for a pet but didn't think I'd ever really have one. Now my dream has come true and Jocko is mine. (Now that I've got 'im I don't know how to take care of 'im) I went all over Denver a couple of weeks ago looking for a little coat for him and they just don't have them anywhere. I've decided to buy him a doll sweater. That ought to work pretty well, don't you think? I have to get something for him soon as I've heard they catch pneumonia pretty easily. I sure can't have that if it can be avoided, Hunh?

There's only one gripe I have against the little fellow and that is -- little puddles all over the house (Don't Page 16)

**FIRST CLASS**

PERMIT NO. 303

(Sec. 3619, P.L. 88.)  
ENGLEWOOD, COLO.

**BUSINESS REPLY CARD**

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**BOX 174**

**ENGLEWOOD, COLORADO**







TO: The Editor of The Camera Craftsman

Please send me more information about:

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Name \_\_\_\_\_ Title \_\_\_\_\_

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## Our Students Speak



This lesson brings up an old 16mm projector when I had acquired a couple of years ago for the taking. I had given it a going over and mechanically seemed to be good. Yet with the results I got, I had given it up as simply worn out. . . I was very pleased to see that, after reading this lesson over once, I knew exactly where my troubles were. After studying the lesson, I immediately went to work on it. In a very short time, the results were --- a perfect picture. It was simply a matter of timing the shuttle operation and preventing streaks of light traveling the length of film during projection. For a guess, I would say that it was about 25 years old, at least; now once again in good running condition. All that it needs now is a muffler, compared to the newer ones.

This has a three bladed, disc type shutter, with the complete intermittent action gear driven.

Earla E. Bisson  
Skowhegan, Maine

The problems of flash synchronization design for proper operation has been brought out forcefully in my trying to design for the last lesson. Each shutter presents a different problem in synchronization. More than ever I can see the need of a high quality tester for this work - one which gives fast calibrations with no lost time such as the exposure test strip system and this is the reason I am very anxious to receive my Motion Analyzer.

Vyron E. Hodges  
Gresham, Oregon

Just a few lines to let you know I have completed my first repair job although it was quite simple. I could not have had nerve to try if it wasn't for your School. I repaired a film metering device and film counter on a 35mm camera which was out of alignment due to some rough handling. The result a satisfied customer and 2 other cameras to repair.

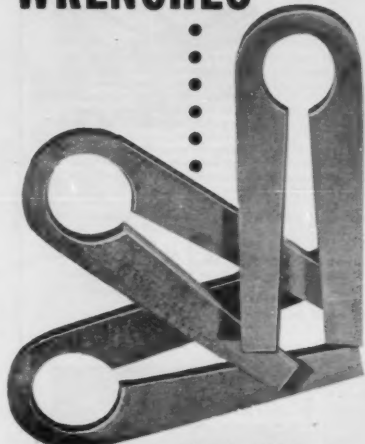
T/Sgt J. B. Arbuckle  
APO San Francisco

I was very pleased to receive the lesson "Good Business Getters," as I am not a business man I find the text very interesting and informative.

(Con't Page 14)

*Nat Line:*  
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Englewood, Colo., U.S.A.



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## Students Speak (con't)

Early in the new year I plan to make a start, as I know the business is here, and the extra income would be welcome to obtain more equipment and supplies.

I am getting more interested with every lesson received and I will not be satisfied until the last one is completed when I can offer a complete and quality service to my customers.

G. H. Hiscock  
 Newfoundland, Canada

I do enjoy the course very much and am already earning extra money on the side making various repairs.

Erwin A. Hiltcher  
 FPO, New York



The promotion sponsored by the Master Photo Dealers' and Finishers' Association, whose aim it is to stimulate an earlier start for summer photography is getting into full swing. The theme "May Time is Picture Time" will be featured in newspapers, magazines, radio and television across the country. Such greats as Ed Sullivan of TV fame and Life Magazine, will devote time and space to what should be of tremendous value to everyone directly or indirectly connected with the photographic industry. Although you will be hearing and learning more about this big idea as time passes, you should begin today to plan ways in which you can tie your own services and operations into this national promotion. For example, plug free checkups and inspections of photographic equipment during this period. If you have test instruments, plan to feature them with camera clinics and aids to better pictures for your customers. If you operate a repair shop for the trade, make arrangements with each of your dealers to bring test equipment into his store for one or two days during the month, preferably early, in order to draw traffic for free tests and service helps.

Getting equipment out of mothballs is one of the big aims of the entire promotion. Once the camera is out, it will be your job to restore it to good operating condition. You can help drag it out by featuring tests and inspections and promoting your own campaign within the larger one that is designed to make people picture- and equipment-conscious. Look for more ideas here next issue, and write the Editor with your own suggestions.

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10 Bellows of 616, 621, 116, 120 and VP	\$11.50

\*When TRANS-RAK is not ordered, these KITS include a P2-1 plastic tray for storing.

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### Delphine (con't)

-- I guess I could put some diapers or rubber pants on him. You know that just might work, mightn't it? I never thought about that until just now. You see, always thinkin! Haw haw.

I can see it all now, Jocko is going to get a big head. He just saw his picture that's going to go with this column. I'm afraid he's going to give me an inferiority complex.

You know there's never a dull moment around here at National Camera. I sure wish you students could be here to share the fun we have. Now don't get me wrong -- we still get our work done but just have fun doing it. Let me just give you a brief outline of some of our employees.

Joe Barbeau of the Accounting Department never runs down. When he isn't talking to someone else he's talking to himself. (The truth comes out doesn't it, Joe?)

Goldie Clements, our Mail Dept. Supervisor always has a nice word for everyone, easy going and also very good natured.

Dorothy Hauptman, Mr. Love's secretary is well informed on so many different subjects and yet interested in learning more. She is very efficient, practical and wide eyed.

Then there's Clair Schmit, your Chief Instructor. To make a long story short, there's just never a dull moment whenever he's around. Always joking and having a good time.

Now Frank Curtis of the Supply Dept. is always running around here like a chicken with his head cut off. He's always thinking of a million things at once.

Jerry Shevlin, our Art Director, has quiet eyes that smile. If you are depressed, all you have to do is be around him for about five minutes, and every thing is OK.

Glenn Walters of the Printing Dept. is a real level headed nice guy, never gets excited (afraid of ulcers) and one thing I know for sure is that he smells just like printers ink and gasoline. Oh well.

The guys in the repair dept. are always hurrying. The only time I ever see them is when they are dashing past my desk to grab a quick cup of coffee.

And Mr. Love. He's a quiet sort of person. Always willing to listen to a problem or a new idea. He wants every thing to go just like peaches and cream for you students.

Well I guess that will have to cover it for now as I'm running out of time. Thank you very much for letting me take this opportunity to talk with you again. I only hope you enjoy it as much as I do.

By the way, if any of you could help me out with a little information here and there as to how to take care of the little monster I'd sure appreciate it. Thanks for any help you can give me.

Until next time,  
Delphine and Jocko





## BELLOWS

HAVE WE HEARD  
FROM YOU LATELY?

This is just a note to reveal my feelings and appreciation for your work and effort in producing the Camera Craftsman. For the first two or three weeks after I receive an issue I read and reread it several times. Then I lay it away for a few days and shortly I am going thru it again. I appreciate every part of it. The reports from different repair men are especially of interest to me.

When I started this training as a repairman I expected it to be interesting because that has been my hobby for several years. My expectations have not been slighted in the least. When I get a few jobs out that I have as a result of the rush during this last half of December I expect to get back to work at the Lessons again. These Christmas holidays have been busy with repair work plus a lot of things peculiar to the season. The volume of work I have received during December was almost that of July. The range has been from box cameras to precision miniatures, and as can be expected during the winter, a lot of work has been on flash circuits.

Again thank you for all of your work and the others there at NCRS for their desire to give better service to their students and associates. It is quite evident that there is considerable progress being made and will be made in the future.

Lloyd F. Bazant  
Harrisburg, Oregon

Say, you guys up there and my wife sure teamed up to give me a swell surprise for Christmas. Boy! was I surprised to get the card with the picture of "Millie" (The ServiShops Motion Analyzer) enclosed. I'm sure sitting on needles waiting.

By the way, thank Mr. Schmitt for the good grade on the "Bellows" lesson. The camera that I used for the practice material was a repair job! When the lesson was returned and the grade was good it sure made my ego rise.

I have just finished the Nov-Dec. issue of the Camera Craftsman. Enjoyed it very much. Especially the article "Talk your way to success." Also found

### RECENT CONSIGNMENTS ACCEPTED ON SERVISHOPS ANALYZERS

There are never any trade-ins accepted on purchases of ServiShops Motion Analyzers. However, it has been NCRS Supply policy to take instruments on consignment. That's good news for those of you who would like to make an especially good "buy" on a used test instrument.

Is there some particular machine in which you are interested? Place a request. When an instrument of the type you want comes in, you'll be told. You can even name the price you'd like to pay, if you wish. The plan makes available shutter testers, synchronization testers, contact testers and others by such manufacturers as Aerotronic, Heiland, Hickok, and NCRS.



Here are the approximate prices you may expect to pay for different makes and models of used test equipment:

Gardner Synchrotimer	\$195 to 275
Heiland SynchroTester	80 " 120
Aerotronic (Synch)	60 " 85
Aerotronic (Shutter)	50 " 75
Rush	50 " 75
Hickok	50 " 75

This also gives you some idea of the amount you will be paid for an instrument you now own, when buying a ServiShops Motion Analyzer.

(Con't Page 19)

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ENGLEWOOD,

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COLORADO

Belows (con't)

the letter from Delphine to be a most engaging bit of chit-chat.

PS Please handle "Millie" with care!

Walt Reedy  
Tulsa, Oklahoma

In regard to the course in general: I have completed a course in photography with one of the leading schools and your lesson #7 contains information that the other school neglected to include. No telling what the next 2 will have.

I am thoroughly enjoying the course even though the month of December I didn't have as much time as I need to keep going. The pressure is off now so I may be able to step it up some.

Glen E. Gale  
Big Spring, Texas

I would like to add this letter to the many you most likely have already to show my appreciation for the help you have given me.

When I started the course I figured it would be a small additional income but this thing has gotten out of hand. I have repaired close to 80 cameras, lenses, projectors, and movie cameras in the last three weeks, so many in fact that I have a hard time completing my lessons.

The photography equipment so far has been all the way from a Process Camera to a sub-miniature hand built camera. With the help of your course, also a lot of prayers and a good memory I haven't goofed yet.

So I say again thanks for starting me out on a part time job that may turn into a full time career.

Guy B. Arthur  
Benton Harbor, Michigan



request for  
information...

#### NATIONAL CAMERA REPAIR SCHOOL

Box 174  
Englewood, Colorado

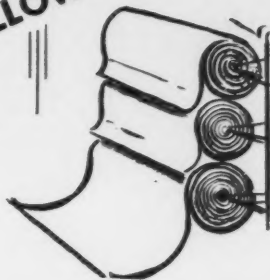
I am interested in the opportunities and advantages of a career in Camera Craftsmanship. Please furnish me with complete information about your training program.

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Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

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